

## Message Text

UNCLASSIFIED

PAGE 01 MOSCOW 02382 211857Z

66

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 /020 W

----- 001051

R 211105Z FEB 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 7425

INFO USDOC WASHDC

UNCLAS MOSCOW 2382

USDOC FOR BEWT/TPD/THOMPSON

E.O. 11652 N/A

TAGS: BEXP, UR

SUBJ: PROPOSED POLLUTION CONTROL SOLO EXHIBITION - SPRING 1976

REF: STATE 34128

1. COMMERCIAL OFFICE NOTES PLANS (REFTEL) TO CONDUCT TRADE PROMOTION EVENT ON ENVIRONMENTAL POLLUTION CONTROL DURING 1976. ON BASIS EXPERIENCE WITH FEBRUARY 18-20 TECHNICAL SALES SEMINAR ON WATER POLLUTION CONTROL AND PREVIOUS PROMOTIONAL EFFORTS IN OTHER PRODUCT AREAS, WE WOULD OFFER FOLLOWING COMMENTS ON THIS SUBJECT.

2. SOVIET INTEREST IN U.S. ENVIRONMENTAL PROTECTION TECHNOLOGY AND EXPERIENCE IS STRONG. TECHNICAL SALES SEMINAR WAS OUTSTANDING SUCCESS IN TERMS TECHNICAL INTEREST. COMMERCIAL POSSIBILITIES HOWEVER, ARE SOMEWHAT LESS CLEAR, AND WE HAVE IMPRESSION THAT PAY OFF FROM TECHNICAL SALES SEMINAR MAY BE SOME TIME COMING.

3. LARGE EXHIBITIONS IN USSR, PARTICULARLY SOLO EXHIBITIONS, ARE COSTLY AFFAIRS. EXPERIENCE WITH STANKI, FOR INSTANP, SUGGESTS THAT EVEN RELATIVELY MODEST POLLUTION CONTROL EQUIPMENT SOLO (PERHAPS 30-40 FIRMS WITH 1,500 SQUARE METERS) COULD NOT BE DONE EFFECTIVELY FOR LESS THAN \$250,000.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MOSCOW 02382 211857Z

4. SMALLER, MORE SPECIALIZED SEMINAR/EXHIBITS COULD BE CONDUCTED IN COMMERCIAL OFFICE AT FRACTION COST OF SOLO EXHIBITION. THESE SHOWS COULD BE QUITE NARROW IN TERMS PRODUCT SELECTION, I.E. ONE SHOW ON EQUIPMENT FOR CONTROL OF AIR POLLUTION, A SECOND SHOW ON WATER POLLUTION CONTROL EQUIPMENT, ETC. IT WOULD BE POSSIBLE TO RUN ONE SUCH SHOW DURING A ONE-WEEK PERIOD, LEAVE THE NEXT WEEK OPEN FOR CHANGE-OVER, AND RUN SECOND SHOW DURING THIRD WEEK. IF SEVEN-COMPANY LIMITATION IMPOSED BY SPACE LIMITATIONS OF COMMERCIAL OFFICE MEANT THAT SOME COMPANIES WERE EXCLUDED, THERE WOULD BE EVERY POSSIBILITY TO RUN MORE THAN TWO SUCH SHOWS IF SOVIET INTEREST JUSTIFIED SUCH A PROGRAM.

5. ACCORDINGLY, WE BELIEVE THAT OVERALL FIELD OF POLLUTION CONTROL EQUIPMENT AND INSTRUMENTATION IS PROMISING ONE FOR U.S. EXPORTS TO USSR. HOWEVER, IN IMMEDIATE FUTURE WE WOULD RECOMMEND AGAINST STAGING SOLO EXHIBITION AND URGE THAT SERIES OF SMALLER, SPECIALIZED EVENTS BE RUN IN COMMERCIAL OFFICE.  
STOESSEL

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 21 FEB 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975MOSCOW02382  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750063-0235  
**From:** MOSCOW  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750224/aaaaauxt.tel  
**Line Count:** 82  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 STATE 34128  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ElyME  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 12 MAY 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <12 MAY 2003 by MarshK0>; APPROVED <16 JAN 2004 by ElyME>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PROPOSED POLLUTION CONTROL SOLO EXHIBITION - SPRING 1976  
**TAGS:** BEXP, UR  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006